

ACT

The magazine for the crane, lifting and transport industry
A KHL Group Publication

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INDUSTRY FOCUS

Auctions

RIGGING REVIEW

Hybrid ropes

INTERVIEW

**Wim
Sarens**

**Vessel recovery
continues in Florida**

**Hurricane
hangover!**



Official domestic
magazine of
the SC&RA

"We liked it so much, we bought two more!"

- Ryan Harper, Fleet Manager, RMS Cranes



"20 or more feet of reach translates into a more efficient machine and saves me time and money."

"Quick jib assembly."

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"We could send this machine to 90% of what we do."

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Optimism!

Unemployment and inflation are low, the stock market is high and all systems are go for 2018 to be a solid year for commercial construction, and more specifically, for the crane, rigging and specialized transportation sector. One of the most respected indicators of construction growth comes from Wells Fargo's Economic Group. "For the second half of 2017, the growth momentum in the U.S. economy shifted up a gear relative to a year ago," according to the Wells Fargo November 2017 Monthly Report. "On the domestic side, consumer spending and equipment investment have provided the push. The fundamentals of real disposable income and corporate profit growth have improved over the last three quarters. Gains in employment and an upturn in factory orders indicate further progress ahead. Our outlook is for growth of 2.5 percent in Q4 and 2.6 percent next year."

The report goes on to say that "both the consumer and business sectors are providing the forward momentum in the economy. Consumer spending has been largely supported by higher consumer confidence and the wealth effect that comes along with a stronger equity market. All three components of consumer spending – durable, nondurables, services – have been solid."

For business investment, the report said that "equipment and intellectual property spending have provided the forward thrust. Core capital goods orders are up 12.4 percent over the past three months. Recent gains in mining machinery orders bode well for GDP growth as energy exploration returns as a growth driver."

At press time for this issue, there was still momentum for some sort of sweeping tax bill to pass Congress, which could move the optimism meter upward, especially if the corporate tax cuts stay as proposed. But whatever the economy has in store, you can be sure *American Cranes & Transport* will be keeping its collective ear to the ground to make sure we pass along the important and interesting news and views regarding our industry. We rely on our readers to help us with this, so drop us a line about what you are seeing in your market or region.

In this issue is an interesting conversation with Wim Sarens, chief executive officer of Sarens. In our Interview article, Sarens details new strategies for the global company that tackles some of the world's most complicated heavy lifting and transportation jobs. Also this month we cover safety and training, and there are two compelling job stories, one in New York City and one in Florida. Our Product Focus centers on boom dollies and new design attributes that are helping this equipment become safer and more efficient. And as we enter "auction season," Hannah Sundermeyer provides an update on the merger of IronPlanet and Ritchie Bros. and what it means for crane sales.

And finally, Happy New Year!

D. ANN SLAYTON SHIFFLER

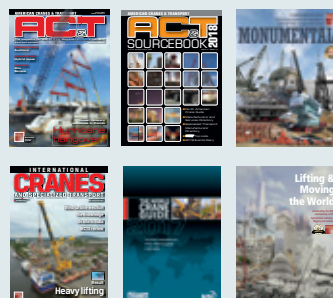
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A Link-Belt 348 crawler rigged to a barge lifts a vintage Hatteras sunk during Hurricane Irma. See our Site Report on page 38.



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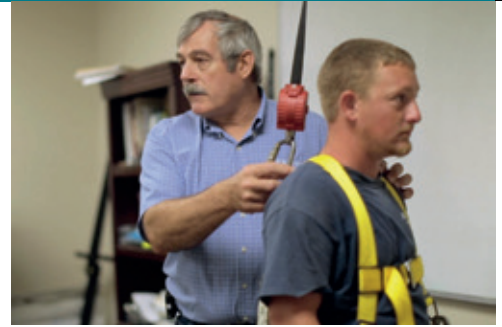
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■ Caldwell will be introducing Smart Spec, a next generation application that can be accessed from a computer or smart device to configure equipment to meet exact requirements. Beginning with product configuration, Smart Spec creates real-time pricing options with recommendations and delivers a proposal. This application is available first quarter of 2018.

■ The 20th annual Canada Rental Association of Canada Annual Conference will convene in Winnipeg, June 6-9, 2018. The event will also introduce the first Safety Awards and Member Longevity Awards.



Sarens unveils its new giant SGC 140

Sarens recently unveiled the second of its giant cranes, the 3,200-metric ton capacity SGC 140. The crane is rated at 140,000 ton-meters. The company produces a smaller version of the SGC design, the SGC 120, which is rated at 120,000 ton-meters. Both cranes have a capacity to lift 3,200 metric tons, but the SGC 140 lifts more to a longer radius. The cranes were created from a design by Rigging International, a company acquired by Sarens in 2009.

An even larger version of this crane design on the drawing board at Sarens is the SGC 250, rated at 250,000 ton-meters. This model will be available in 2019, according to Wim Sarens, CEO. In addition, Sarens is working to produce the SGC 90 in 2018.

Carl Sarens, technical director, described the SGC 140 as “the next step.” At

Assembly of the new Sarens SGC 140 takes about six weeks.



the Sarens launch event in Belgium in October, the crane was erected with 387 feet of main boom. It can reach 292 feet with a maximum of 425 feet. A jib up to 326 feet is also available to go on the 425-foot boom. The SGC 140 will lift 3,109 tons at a 164-foot radius. The crane's first lifting project is in Kazakhstan where it will work on the Tengizchevroil TCO project developing the

Tengiz and Koroleve oil fields.

The outer diameter of the ring at the base of the crane is 152 feet, and there are 96 wheels for the crane to run on around the double rail ring track. On the machinery deck there is room for eight winches, each with a 66-ton line pull. There are also six power packs, an electrical container and the operator cabin.

75-RT production models ship



Link-Belt's 75RT units are being shipped to customers throughout North America.

Production models of Link-Belt's 75-ton 75RT have begun to ship from the company's headquarters in Lexington, KY. Shipments of the new model started in September and will continue throughout North America into 2018.

“The reach, the capacity, V-CALC (Variable Confined Area Lifting Capacities), our new RCL (Link-Belt Pulse 2.0) – there's a lot to like about the 75RT,” said Brian Smoot, rough terrain crane product manager, Link-Belt. “We listened to a lot of customers with many years of experience in the crane market to see what was needed to really stand out in this segment.”

NessCampbell Crane + Rigging (NessCampbell) received the 75RT following its purchase at ConExpo 2017. NessCampbell first had the 75RT working for several months at an aerospace manufacturer in Everett, WA where it erected steel. Following that job, the 75RT placed multiple stories of glass panels for a high-rise project in downtown Portland, OR, and most recently completed 5,000 feet of sound barrier walls alongside Interstate 5 near Salem, OR.

“I really like the winches, and smoothness of the functions on this crane,” said Joe Taber, a 16-year operator

for NessCampbell. “I can really dial it in with the fine metering. We set glass panels in Portland, up on a building with full jib and boom, and it was really smooth.”



STS shines spotlight on women in industry

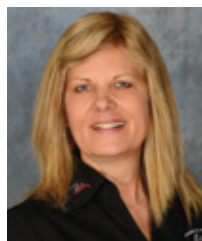
2018
SPECIALIZED
TRANSPORTATION
SYMPOSIUM

Set for February 27-March 2 in St. Louis, MO, the 2018 SC&RA Specialized Transportation Symposium is highlighting women in the crane, rigging and transportation industry. The keynote session, "How Changing Your Company's Values and Hiring Practices Can Lead to Greater Success," will be presented by two of the industry's most successful women, Marcia Taylor, CEO, Bennett International Group, and Ellen Voie, president and CEO, Women in Trucking. Kim Yeager, director of

marketing and member relations with the Nevada Trucking Association, will moderate.

Within the presentation, Taylor and Voie will discuss the findings from a recent study by McKinsey and Company that revealed that companies that are more gender diverse enjoy 15 percent better financial returns than those without women.

Audience members will hear how Taylor transformed Bennett into a \$266 million logistics and freight services powerhouse with a "we care" motto that reaches customers through loyal employees. Voie will explain that, while women have traditionally been underrepresented in the specialized transportation industry, the trend is changing as more companies realize the



Ellen Voie,
president and
CEO, Women in
Trucking



Kim Yeager, director
of marketing/member
relations, Nevada
Trucking Association



Marcia Taylor,
CEO, Bennett
International
Group

practical benefits of hiring more women.

Both speakers will walk attendees through the steps that can be taken to change staffing practices and include more women in the specialized transportation workforce for greater success in all areas and levels of their companies.

The two-and-a-half day symposium will cover many more topics of interest to the

specialized transportation sector including permitting, regulatory issues, technology, inspections, logistics and related topics. Other highlights include the Exhibit Center, networking events and a review of the 2017 Transportation Job of the Year winners.

For more information or to register for the event, visit www.scranet.com/symposium.

M-L Holdings Company Crane Group and its Alternative Movement Division (AMD) were recently tasked with helping a customer install a new Bielloni Flexographic Printing Press in its Albuquerque, NM facility. Consisting of multiple parts, the main challenge of the project was getting the top section of the press installed. At 40 feet long and weighing 12,000 pounds, the section was delivered using a 75-ton Link-Belt hydraulic truck crane then transitioned to a roller system through the loading bay door. The section was then maneuvered through the operational facility, and set into place using a fork lift. Overhead clearance during the final lift was a mere six inches.



New Faymonville lines for Digging & Rigging

Digging & Rigging Inc. has purchased 13 new axle lines from Faymonville. The axle lines comprise G-SL ModulMax and PowerMax models, and were put to work as soon as Digging & Rigging received them.

One of the first jobs for the new equipment was to transport a power generator weighing 210,000 pounds. The generator measured 24 feet, 1 inch long by 12 feet, 3 inches wide by 15 feet, 8 inches tall. To haul the generator, Digging & Rigging used a nine-axle combination with an extra low flatbed. The transformer had already been shipped from Wisconsin to Virginia by rail.

Digging & Rigging then used its 275-ton capacity Liebherr

The first job for Digging & Rigging's new Faymonville system was to transport a 210,000-pound generator.



LTM 1250-6.1 crane to move the transformer from the rail car onto its new ModulMax. It was then moved 1.2 miles to the substation using a four-axle Kenworth tractor to pull the trailer. In total, the combination had a gross weight of 360,000 pounds and

an overall length of 115 feet.

"The ModulMax made easy work of some tight turns at the load site and at the substation," said Jim Gregory, president, Digging & Rigging. "The low deck height made it easy to clear several utility lines and stop lights along the route."

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Tower crane conference set for Miami in 2018

Tower Cranes North America will be held June 18-19, 2018 at the Miami Marriott Biscayne Bay in Miami, FL. The event will provide owners and buyers of tower cranes with essential information such as trends in tower crane technology, regulations concerning tower cranes, world-class rental management, tower crane safety and new applications for tower cranes.

Christian Chalupny, president of Morrow Equipment Company, will provide the keynote address at the event. With a fleet of



more than 650 tower cranes globally, Morrow is the largest tower crane rental company in North America and one of the top five largest in the world.

The conference kicks off with an evening networking reception on June 18 and the full-day conference on June 19. Tower Cranes North

America is organized by KHL Group and its two magazines *International Cranes* and *Specialized Transport* and *American Cranes & Transport*. For more information please visit www.khl-tcna.com.

In previous years the conference was held in London.



Terex CTL 430-24 assists at Vancouver library project

Major metropolitan downtown reconstruction projects offer even more challenges than usual. This is precisely the type of demanding project facing contractor Smith Bros. & Wilson (SBW) during the demolition and reconstruction of the 8th and 9th floors at the downtown Vancouver Public Library in Vancouver, British Columbia, Canada. The tasks included converting the once Provincial government office

spaces into additional library space, meeting rooms and an urban green space, all while keeping the library open to thousands of visitors daily.

For SBW, the only option to cost-efficiently support demolition and construction efforts on the library was the use of a luffing jib tower crane. The Terex CTL 430-24 offered the reach and capacity for the job. To cover the entire site, the CTL 430-24 was equipped with a 180.4-foot jib.

A 15-degree in-service radius was used throughout the project to lift materials to and from the rooftop.

"Using the luffing jib allowed us to position the tower closer to the library structure, but, even still, most of our lifts were made close to tip radius of the 180.4-foot jib," said Tyler Brown, general superintendent for SBW.

Throughout the demolition phase, the crane was kept busy daily removing large structural pieces and concrete from the rooftop. As work transitions to the reconstruction phase, the crane will be used to hoist large building materials and full concrete buckets from street level to the 8th and 9th floors. The largest and heaviest

planned lifts will be the two, 12,000-pound escalators that will be hoisted into position without disassembly to save time and money.

"The plan calls for the escalators to be placed toward the end of the 180.4-foot jib, and the crane's load chart offers plenty of capacity to position the two pieces," said Dean Arsene, crane rental and sales representative for Leavitt Machinery of Vancouver, an authorized Terex Cranes distributor.

"The VPL application is one of those unique cases where the mobile cranes we manufacture aren't the most economical solution for our customers," said Steve Fililpov, president, Terex Cranes. "As the industry's innovative lifting equipment solutions provider, we are committed to the tower cranes business, so we can partner with our customers for all their lifting needs."

To cover the entire library jobsite, the CTL 430-24 was equipped with a 180.4-foot jib. A 15-degree in-service radius was used throughout the project to lift materials to and from the rooftop.



Grove GHC75 aids in Arkansas park restoration

In Rogers, AR, a Grove GHC75 telescoping crawler crane played a pivotal role in a project to rehabilitate a long-neglected city park. Lake Atalanta Park closed in mid-2015 to undergo renovations after years of deterioration. Construction called for piles to be driven in the wet, uneven soil of a creek bed and the jobsite only allowed for a

30-foot radius for contractors to work in. Arco Excavation & Paving chose a Grove GHC75 to perform the pile-driving portion of the project for its maneuverability and ease of use. The crane's crawler tracks enabled it to easily maneuver on the creek bed, while its telescoping boom gave the company flexibility in lifting and carrying loads.

The 75-ton GHC75 drove approximately 40 H-beam piles into the creek bed using an 8.5-ton diesel pile hammer – the height was 93 feet for each pile. The crane also picked and set 10 foot-by-10-foot drainage boxes that weighed 15-tons each, as well as 15-by-21-foot trench boxes that weighed 7.5 tons



The GHC75's expandable, heavy-duty crawler tracks eliminated the need for deploying outriggers, which enabled the crane to maneuver in tight quarters over wet, uneven terrain.

each. The crane's full power hydraulic boom allowed for the telescoping of loads from 36 feet to 118 feet, which

according to the company, ensured that all lifts could be quickly and precisely moved in tight quarters.



Kirby-Smith Machinery celebrated the grand opening of its new Kansas City location with an open house event on December 6, 2017. The new facility brings the Oklahoma City-based company's total locations to 10.

"Kirby-Smith Machinery prides itself on offering quality heavy equipment that has been chosen for its dependability, and all Manitowoc cranes certainly fit that description," said Rickey Bailey, vice president of Kirby-Smith's crane division. "We're proud to open our new Kansas City location to customers, and we were equally proud to have Manitowoc Cranes onboard as part of the celebration."

Tadano names Bigge a dealer in the Southwest

Bigge Crane & Rigging has been appointed the Tadano dealer for Arizona, New Mexico, Utah and Colorado. Bigge, who celebrated its 100th anniversary in 2016, has been a Tadano partner for nearly three decades. With several locations in the area, Bigge is a natural fit for this region and has made a significant inventory commitment to service the four states, Tadano said.

"For many years Tadano products have been central to Bigge's existing crane fleet, and this agreement expands our long-term relationship with the company," said Weston Settlemier, president and CEO of Bigge. "Having a dealer relationship is consistent with our core business and will help us continue to grow our crane sales and rental operations."

Ingo Schiller, president of Tadano America, added, "Like Tadano, Bigge is committed to offering the best in crane products and customer service, making for a great partnership. They have all the resources necessary to be successful with our products for their territory and we look forward to supporting their efforts."

Tadano's senior vice president Ron Dogotch said, "The long relationship our two companies have enjoyed for nearly 30 years has created a strong foundation for continued growth and expansion."



Pictured left to right are Ingo Schiller, president and CEO Tadano America; Weston Settlemier, president and CEO Bigge; Ron Dogotch, sr. vice president, Tadano America; and Brian Noga, vice president, Gulf Region, Bigge.

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Clerical

Heavy equipment manufacturers' shares were at an all-time high as the year drew to a close, following the sharp up-tick which was seen in the wider markets.

ACT's Heavy Equipment Index (HEI) tracks the performance of eight of America's most significant, publicly-traded construction equipment manufacturers – Astec Industries, Caterpillar, CNH Industrial, Deere & Company, Joy Global, Manitowoc and Terex.

Shares hit new highs at year-end

The ACT Heavy Equipment Index (HEI) was drawing close to 230 points in early December, surpassing the previous high of 218.71 points reached in April 2011. The upward trend for equipment manufacturers was a reflection of the general buoyancy in the markets, which were lifted by the passing of the Senate Tax Bill. This also saw the Dow breach the 24,000 point mark for the first time in its history.

Although the buoyancy was widespread, the heavy equipment sector continued to perform better than the wider markets, even the runaway tech sector, represented by the NASDAQ index. The ACT HEI was up 38.62 percent for the rolling 12 months to December, compared to 30.91 percent for the NASDAQ. Meanwhile, the Dow was up 26.47 percent over the same period and the S&P500 gained 20.83 percent.

This is one of the defining features of cyclical stocks, such as those for heavy equipment manufacturers. Their movements are an accentuation of the wider markets, growing more steeply at the start of an upturn, but falling more sharply and to deeper lows in downturns. The current mood of the stock markets indicates that investors believe the segment is on the brink of an upturn.

On the rise

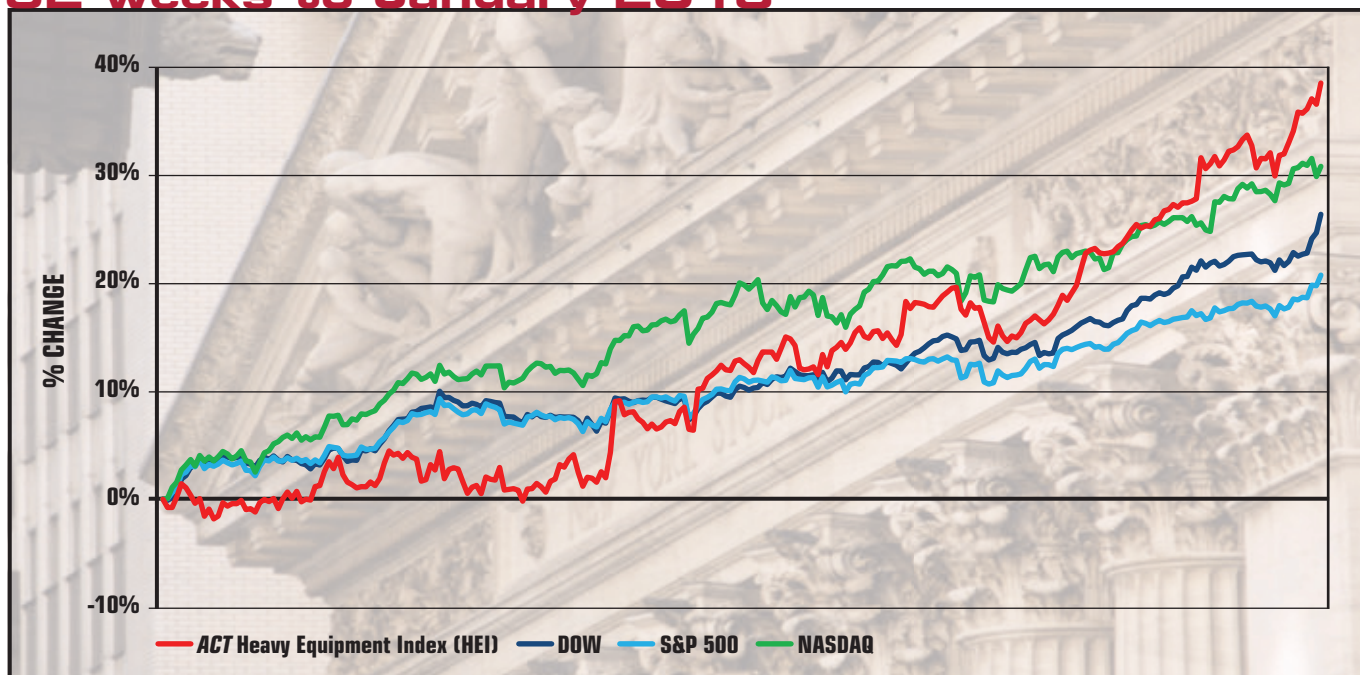
There is certainly evidence to support this. Manufacturers' quarterly financials have been good this year, with double-digit year-on-year gains in revenues, and some sharp rises in profits. In the equipment sector this largely reflects a strong improvement in demand for machinery from China, but it is also clear that most markets for earthmoving equipment around the world are improving.

The picture is a little different for cranes, where many companies' forward order positions are improving, but with only minimal impact to top- and bottom-line figures at this stage. A more convincing turnaround for them is likely to take a few more quarters.

And it should also be said that the global recovery in demand for heavy equipment is still in its early stages and therefore fragile. It could be derailed by worsening geopolitical tensions, weaker than expected economic growth, a slow recovery in commodity prices or a range of other factors. Equally, there could be further positive impetus from good news, such as December's Tax Bill vote.

As ever, the true picture of the market will emerge with the next round of quarterly results in January and February 2018.

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A statistical review of NCCCO activity during 2017

CCO Certifications issued:

14,500

CCO
Recertifications
issued:

9,600



Practical Examiners
accredited:

299

Practical Examiners
currently in good standing:

858

Practical Examiners
since inception:

2,050

Practical Examiner
Workshops held:

59

Written test
administrations held*:

2,250

**paper and pencil only, not including CBT*

Practical test
administrations held:

4,450



Cranes approved
for testing:

928

Since inception:

14,894

Practical test sites
approved:

572

Practical test sites
currently in
good standing:

1,756

CBT test centers available:

325

CBT candidates
tested:



7,200

CBT tests
administered:



20,000

Practical exam audits
conducted:

343

VCO

Registrations for VCO
online verification system:

3,200

VCO

Since inception:

11,275

Candidates taking written exams:

23,750



Candidates taking practical exams:

21,000



Candidates taking recertification exams:

8,750



Industry events
attended:

Committee
meetings held: **45**



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The hybrid solution

Bamdad Pourladian and **Timothy Klein**

discuss the use of hybrid ropes for lifting and rigging.

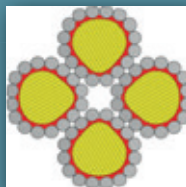


FIGURE 1: From left to right; a) Cross-sectional drawing of the 4-strand hybrid rope b) Cross-sectional cut-view of the 4-strand hybrid rope



Longitudinal view of the rope

A hybrid product is defined as “a thing made by combining two different elements; a mixture.”

Modern day rope applications demand a lightweight product that does not sacrifice the mechanical properties and usability characteristics of a traditional steel wire rope product.

Hybrid rope designs, a blend of steel wires and synthetic fibers, bring synergetic characteristics to both steel and synthetic materials providing the attributes attractive and required in both materials. Using hybrid technology in a four-strand rope configuration results in a high strength-to-weight ratio rope with a very low torque factor while taking advantage of the performance from both materials.

Today’s crane market requires ropes with rotation-resistance and torque-balance behavior in addition to bending fatigue, residual strength and multilayer spooling performance. Hybrid ropes are designed and engineered to be compatible with a full complement of end terminations including wedges and crane buttons to demonstrate a complete compatibility in crane hoist operations. The right choice of rope and termination depends on the type of equipment, application and operator preference.

Ductility and strength

Even though the strength of steel wire rope has greatly increased over the past decades, there currently exists a technological limitation in making high-carbon steel wires with the required breaking strength needed for manufacturing a lightweight wire rope. Incremental increases of the wire strength may not be sufficient to provide the desired strength-to-weight ratios needed for some near future applications.

The art and science of steel rope wire manufacturing requires a blend of ductility and strength in the resulting steel wire that is maximized with the existing technology. While synthetic

fibers are not new to the marketplace, the technology and strength of the products has come to exceed steel products in many applications. A hybrid rope design is an alternative solution for certain engineering applications that demand lighter weight without sacrificing the mechanical properties and usability characteristics of steel. The steel provides protection and abrasion resistance that are detrimental to synthetic fiber ropes in most hoisting applications.

Using history as a guide, we look to the original wire ropes developed by Albert in 1800s. These were of three-strand and four-strand construction. This “simple design concept” has evolved throughout the decades to include improved manufacturing techniques as well as new and improved materials. Blending the original concept with new technology provides the highest strength-to-weight ratio combined with rotation-resistance (torque-balance) for a given diameter. The cross section of the four-strand hybrid rope is shown in Figure 1.

Torque balance

The torque balance of the rope is achieved through careful selection of the lay angles of the steel wire and synthetic



THE AUTHORS

Bamdad Pourladian,

Ph.D. is Director of Research

and **Timothy W. Klein,** PE, is Director of Engineered Fabrications, with WireCo WorldGroup.





FIGURE 2

Pictured is a fatigued hybrid rope sample.

fiber materials within each strand and also the final lay angle of the strands within the rope. This rope has a strength-to-weight ratio of 281 (kN/kg/m), which is significantly higher than a same diameter 100 percent-steel wire rope.

The inspection of hoisting rope in service on crane is extremely important and stressed to the users through training and manuals. A rope that provides simple retirement criteria results in safe practices for field use. All four strands are on the outside of the rope and visible for inspection; therefore a four-strand rope does not have the disadvantages created by multiple strand layers laid in opposing directions. In all internal and external bending fatigue tests, it has been demonstrated that the four-strand hybrid rope reaches removal criteria by exhibiting broken outer steel wires as shown in Figure 2.

The industry is still trying to catch up with the synthetic lifting revolution. Since there are no existing discard criteria standards for hybrid ropes in hoisting or lifting applications, strictly for the purpose of testing the hybrid rope samples, the ISO standard 4309 RCN 21 was used as two broken wires detected in a length of 6Xd and four

Two types of end attachment which have been successfully used with the four-strand hybrid rope. FIGURE 3: red arrow pointing to the wedge socket FIGURE 4: red arrow pointing to a resin poured button.

broken wires detected in a length of 30Xd (where d is the nominal diameter of the rope). The ASME B30.30-Ropes Standard is aimed at bringing the historically established requirements of steel wire ropes into a single document that would also include ropes that utilize high performance synthetics in their design and construction. Hybrid ropes will be included in the steel section with fully synthetic ropes having their own dedicated section.

End terminations are the most important aspect of any rope system as these products see the most abuse and require a secure and efficient connection between the dynamic rope and stationary termination. In laboratory testing, it has also been demonstrated that resin poured buttons can yield 100 percent termination efficiency while certain types of wedge sockets will yield a minimum of 80 percent termination efficiency with a hybrid rope. Figure 3 and 4 shows the two types of end attachments that have been tested.

Hybrid benefits

The efficiencies listed from the testing are average for steel wire rope terminations. Wedging and socketed terminations require friction between the wedge and the rope to produce a bonded strength that is difficult with full synthetic ropes. The hybrid technology

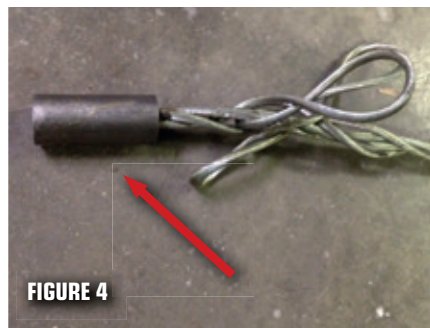


FIGURE 4



FIGURE 5: Pictured is a four-strand rope with a flemished Eye.

with steel outer wires provides a significant benefit in this application which is traditional in the market today.

A flemished eye can also be spliced in the four-strand hybrid rope showing the product to be a viable candidate for lifting slings. (See Figure 5).

In overhead lifting applications slings that are lightweight and user friendly have become important in the lifting market as ergonomically viable. Combine this attribute with high strength, abrasion resistant, and low torque a lifting sling application fits well with hybrid rope technology. As with hoisting the lifting industry does not define the retirement criteria for hybrid rope lifting slings or high-performance fiber lifting slings. The standard retirement criteria as set forth in ASME B30.9 must be applied in the applicable chapter to provide safe practices in the industry.

Human desires, needs and ingenuity drive advancements in all areas of technology. With payload increases, taller buildings and deeper mining, the demand for new technology in high performance ropes with higher strength-to-weight ratios continues to increase opening the door for hybrid and fully synthetic ropes. As new technologies are introduced, industry equipment design, usage and safety standards must follow suit.



FIGURE 3

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Jim Kanerva
Chief Operating Officer
Waiward Steel

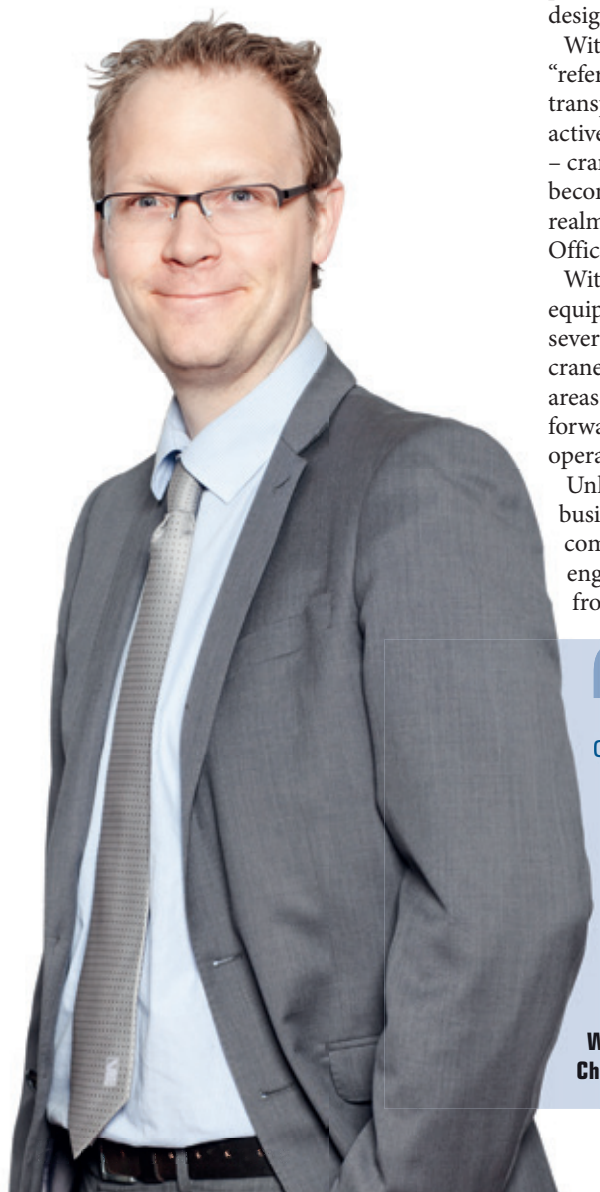
"We all need to learn from each other...I gain a lot from other contractor and labor organizations, and that's the beauty of this conference. We all come together, share our experiences – good and bad – and hopefully learn from those and become better in the industry."

Chris Buckman
VP of Corporate Construction
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Leading the way

An engineer with a sharp mind for business, **Wim Sarens** is taking the family business to new heights. **D. Ann Shiffler** reports.



“Nothing too heavy, nothing too high.” This is Sarens’ slogan and it’s very fitting. Headquartered in Wolvertem, Belgium, and with more than 100 entities around the world, the company is a growing global force in the heavy lifting and rigging sector. Sarens never backs down from tackling some of the world’s most difficult projects. If a tool or even a crane needs to be developed to solve a problem, the company doesn’t hesitate to design and produce it.

With a mission to be the leader and “reference” in heavy lifting and specialized transportation for its clients, Sarens is actively pursuing its other business line – crane rental. The vision for Sarens to become a global force in the crane rental realm is being led by its Chief Executive Officer Wim Sarens.

With a fleet of more than 5,000 pieces of equipment, the concept makes sense on several fronts. Sarens said the company’s crane rental business is stronger in some areas of the world than others. Going forward, he expects the crane rental operations to grow.

Unlike many leaders of family businesses, Sarens did not join the company right after earning an engineering and economics degree from University of Leuven (Katholieke

“For us now, the objective is to become the reference in our industry and to offer our complete portfolio to every client.”

WIM SARENS,
Chief Executive Officer, Sarens



Universiteit Leuven) in 2002. He did not join the company after getting his MBA from Insead in 2006. Instead, he started his professional career as a business analyst at McKinsey & Company, rising to the post of associate management consultant.

But in 2009, the family business developed a strategy to expand its worldwide heavy lift profile and clientele. The person tapped to lead that effort was Sarens, who joined the company in 2009 as business development manager. Later that year he was named CEO, a post he still holds today.

“When I started, we were mainly developing from a primarily European-oriented company to a globalized company,” he said. “We have acquired a lot of business units worldwide since that time.”

The company upped its profile in North America in 2009 when it acquired Rigging International. This acquisition gave Sarens a client base and the impetus to





The SGC 140's first project is in Kazakhstan. It will work for three years on the Tengizchevroil (TCO) project developing the Tengiz and Koroleve oil fields.

build cranes. The company's SGC crane development stemmed from plans on Rigging International's drawing board.

With an annual turnover exceeding \$530,000 million, operations in some 63 countries and over 4,000 employees, Sarens' story is pretty remarkable.

I had the opportunity talk to the CEO back in December to discuss the importance of crane rental to the company, the launch of its new SGC 140 crane and many other topics. Sarens answered my questions with ease, confidence and expert knowledge. I think you will be interested in what he had to say.

HOW DO YOU CHARACTERIZE SARENS' BUSINESS IN 2017?

The last year has seen a tremendous change with the oil and gas sector [still]

down. The intensity of project work has shifted. There's a lot more work in the traditional sectors like civil work, offshore wind work and maintenance contracts and, of course, less new builds in oil and gas. The number of large Greenfield projects is much less than before. As a company we have shifted our focus as the work has shifted.

HOW DO YOU CHARACTERIZE SARENS' BUSINESS IN NORTH AMERICA?

In North America, we offer a set of services ranging from daily crane rental, project work and technical solutions. Those three markets are the main solutions that we deliver to our clients. We started in North America in 2009 when we acquired Rigging International. We have diversified those activities and actually moved our head office to Houston. We are now less focused on providing rigging services only and more focused on crane rental and providing engineered solutions to the market.

We have also recently started a joint venture with Omega Morgan, and we are in the phase of finalizing the joint venture. Then, we will start to focus on offering a crane rental fleet in the Pacific Northwest. For now, we are seeing a lot of demand for telescopic cranes primarily dismantling tower cranes.

In the United States, together with Omega Morgan and the strong contractor base we have located in Houston, we are focused on engineering, procurement and construction activity. Nuclear rigging is still going strong across the United States. Since we are relatively new in this market, we haven't yet copy based all of our services lines but it is something we are working on.

Canada we entered in 2011 through the acquisition of Canada Crane Services. We've grown that business by factor five. Our business has been very effective in Alberta and western Canada. We are shifting our focus of work slowly toward the eastern provinces starting with Saskatchewan and Ontario.

SARENS RECENTLY INTRODUCED THE SGC 140 CRANE. WHAT'S BEEN THE RECEPTION?

This crane has been very well received, we've had a very positive response.

We originally designed and built the SGC 120. It was based on designs by Rigging International. When we bought that company, they had this giant crane on their drawing board. By acquiring them, we took the design in-house and

Really big project

Sarens recently signed the largest project in its history with Tengizchevroil, (TCO). TCO has tasked Sarens with handling the land transportation and installation of the pre-assembled units (PAUs), pre-assembled racks (PARs) and associated oversize equipment required for the \$36.8 billion future growth and wellhead pressure management project.

TCO is the operator of the Tengiz oil field in Kazakhstan. The work being carried out is designed to increase the well pressures and the production capacity of the existing Tengiz refinery, with the new plant being built on a modular basis incorporating PAUs fabricated in Korea and Italy, and PARs fabricated within the Caspian.

Sarens is contracted to develop and operate two trans-shipment bases, one in Finland and one in Bulgaria, where cargo will be offloaded from ocean-going vessels and reloaded onto smaller Russian Inland Waterway System vessels for onward delivery into the Caspian. At the Kazakhstan building site Sarens is contracted to off-load, store, stack and transport the modules to their installation points.

"With over 60 years of experience in engineered transport, marine operations and heavy lifting, we are confident that we can deliver with diligence and quality the multiple elements of this project that have been entrusted to us," said Wim Sarens, CEO.

Sarens newest crane, the SGC 140, is being dispatched to work at TCO.

modified it to assure it was compliant to international standards and higher quality. The SGC 120 has been in operation for seven years. By operating it worldwide we have learned how to increase the capacity. And, now, we've created the SGC 140 that is an optimized version of the SGC 120.

We are working to complete the portfolio of our giant cranes, both in the higher capacity with the SGC 250 in development and in the lower capacity with the SGC 90.

I UNDERSTAND THAT YOU HAVE A VISION FOR SARENS TO BECOME A MAJOR PLAYER IN THE GLOBAL CRANE AND EQUIPMENT RENTAL BUSINESS? WHAT HAS LED TO THIS DEVELOPMENT?

Over the last year, we have been slowly expanding our crane rental service. For us >22



The Sarens team considers nothing to be too heavy or too high.

now, the objective is to be the leader and reference in our industry and to offer our complete portfolio to every client. We are very strong in Europe and we are known for providing complicated technical solutions. We have a crane rental business in many areas of Europe, but we do not offer crane rental in every part of the world.

For example in the Middle East, we have a project division and a crane rental division. Wherever we operate, we are trying to have a complete portfolio of services. We are looking at some geographical expansion in Eastern Europe where we haven't had a large presence.

We have the TCO project (see box on page 21) that we will be involved in for the next three, four or five years. This will take a significant part of our organization's resources. Secondly, we are also delivering the main scope of lifting on the new UK nuclear power plant, Hinkley Point, which will require a larger giant crane and that is in the status of development now, the SGC 250.

Throughout the world, we have more than 10 joint ventures and partnerships and they are key to our success. It allows



us to get closer to the more local rental customers. This is who we are typically looking for in crane rental. The point is we don't always go in alone on the job. We look for good partners or we grow the local business ourselves. This typically has been very fruitful for our organization.

WHAT RENTAL EQUIPMENT DO YOU SEE AS IN THE HIGHEST DEMAND?

This depends on where you are in the world. The 100-ton telescopic mobile crane has strong demand in Europe, and in Paris we see demand for the more medium sized crawler crane in the 150 ton class. In the Middle East, we see the largest demand for medium-sized rough terrain cranes.

SunCoke enlisted Sarens to plan and perform the challenging job of erecting the massive shiploader at the Convent Marine Terminal in Louisiana. The shiploader arrived at the site by barge in 10 pieces, with the heaviest component weighing 450 tons. Sarens used its Demag CC6800 to lift the components.

In the wind market, we actually see a healthy mix of cranes required. In terms of crane rental, the demand is for the 100 to 200-ton telescopic all terrains, rough terrain cranes, and there is some demand for the smaller sized crawler.

WHAT KEEPS YOU ENGAGED IN THIS INDUSTRY?

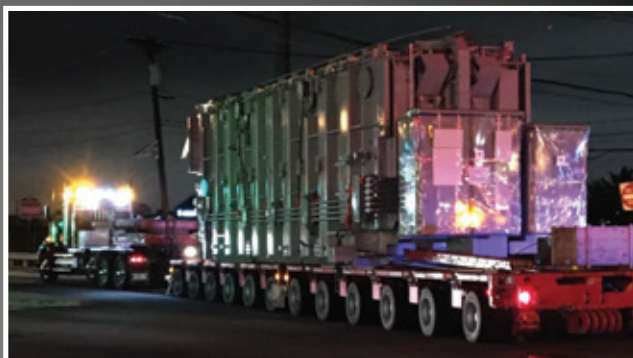
It's real. It's real world with real assets. What I like about this industry is we can change real things in real life. As an engineer, I am motivated by the more technical environment in which we operate.

For me personally, I actually like the sales and crane rental side more than the project management. Given that we have a well-balanced team and are surrounded by a quality team of engineers and technical people, I can work in many areas.

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Debbie Dickinson

discusses training for optimal performance.

The pay

The estimated loss to construction businesses from damage to equipment, materials and delays as a result of incompetent, minimally trained workers is between 11 to 18 percent. In contrast, workers trained to a genuine level of competence create significant gains for employers, generating higher profit margins of 10 to 20 percent. Simply structuring a training program around compliance does not add to safety or the bottom line, according to Wade Tuggle, director of safety and quality for Eckhart Electric, and a member of the AGC Safety & Health Committee.

Formulating a realistic budget for training to improve both the strengths and weaknesses of employees requires consideration of what people already know and how many novices need to become journeymen. If people can optimally perform, the work environment, safety and profits improve.

CIS has a mission to help both operators and their employers monitor and archive operator documentation. The company's Qualified Crane Operator Evaluation program, launched in late 2017, covers what that operator is doing in the context of the work performed, the machine used in the performance, the type of work being done, and evaluation and documentation of these factors. An employer can look at the results and clearly see an operator's strengths and weaknesses.

In most cases, the overall operational budget for training should include the costs associated with contracting an outside training consultant, providing space and/or equipment and taking personnel from the field. Consider the costs to employ each person and the return on investment he or she represents. If a crane operator can only perform at fulfillment level, the organization is

losing money on every labor hour spent employing minimally trained personnel.

Start with a plan for what to accomplish in training. If ownership can convey what's needed to achieve ideal performance, the instructor can train workers toward achieving that goal. Here are more tips for creating a training program on a budget:

- Identify the crane and rigging skills needed for an average day on the job. Depending on the nature of the business, the skills of an ideal team will vary. Consider utility plant construction vs. crane rental vs. commercial building or tree service. What are the necessary skills for the work being performed? Identify which employees already have those skills. Knowledgeable, skilled individuals can, at a minimum, set a good foundation with trainees – if they have a solid plan from leadership about what to train, to whom and how much time to spend on that training.
- Incorporate bite-sized assignments to open people's minds to more in-depth training. Exposure before the professional trainer ever arrives maximizes the time with the trainer. Once a foundation is set, workers can get information via supervisors or peers and understand it as a group. Once in-depth training is completed, it's a matter of reinforcing training activities as part of the evaluation process to determine whether workers are retaining and applying the skills relevant to qualification for the work being performed.
- Training in numbers makes the most sense, especially for larger companies. More effective crews have nearly the same knowledge and ability. Imagine a military operation: How important to safety and success is every person's ability to perform? Precision work requires team work, coordination and a mutual understanding of how and what to do.
- Having the space to train onsite increases the value of training. It's less expensive to have one trainer travel to a site than 10 crew members travel to the

trainer's facility. However, if you can't afford to take eight to 10 people out of your workforce for several days, send a couple people from different groups or locations to keep operations smooth and avoid negative impact.

- Consider investing in simulation training to reinforce that training groundwork. Beyond the high-end models that give an incredibly realistic experience, there are less-expensive desktop simulators that provide a safe environment for operators to practice their craft and allow trainers to customize the training to fit both the jobsite and the operator's level of experience. New technology, which has come down in price, simulates precise placement of loads, power-line proximity and work zones, and sends out audible and visual alerts for a



THE AUTHOR
Debbie Dickinson is
CEO of Crane Industry
Services (CIS).



off

variety of issues. Simulation technology is affordable for just about everyone.

■ Always aim for optimal performance where training is concerned. How much does it cost the company, if during a particular job, there is a half-day delay? What is the cost of lost productivity over a period of month? What would delays or losses mean to the project schedule or the crew's labor rate? What is the cost when contractors and other crafts are delayed because your employees are not as well-qualified? There can be heavy consequences for the company or crew responsible for a deadline that wasn't met. What difference would that make to your bottom line, or your future? There are few things more time-consuming and costly than a crew not equipped to perform its best. ■

In forming a training budget, consider the costs to employ each person and the return on investment he or she represents.

If a crane operator can only perform at fulfilment level, the organization is losing money on every labor hour spent employing him or her.

Hands-on training pays off for Hydra-Slide customers

Hydra-Slide offers hands-on instruction on every piece of equipment the company designs and manufactures.

Lower Colorado River Authority (LCRA) is a Texas-based electric utility specializing in electric substations and power transmission lines. Andy Cooper, safety and training manager at LCRA, along with his crew, recently received training on the LCRA's new XLP150 skidding system and Hydra-Pac Synchronous power unit. This training included jacking and sliding a real transformer to test the entire system.

"If you don't operate equipment as designed and intended, you can have negative results and potentially get someone hurt," Cooper said. "The training ensures all the right steps are taken and understood. I would rate the technical training very highly. The Q&A and step-by-step instruction was perfect. Having a rep onsite during a move (albeit a practice move) was invaluable."

An important step before the training is getting people comfortable working with the equipment.

"Sometimes I am on-site for the first project where the new Hydra-Slide systems are being used, and sometimes we do a dry-run in the client's yard just to get them familiar with the set-up and operation of their equipment," said Robert Young, director of operations and lead trainer at Hydra-Slide.

While hands-on training with the equipment is an ideal scenario, though it isn't always possible.

"We are developing an online video training program now so that our clients can have remote access to practical, step by step instruction," Young said. "It's going to be very valuable for training new personnel or refreshing the crew's knowledge before a project. Both on-site and video training focus on operation and troubleshooting. We know in the real-world things don't always go perfectly. For example, hydraulic hoses get connected backwards, or skid tracks aren't set up completely parallel. We want our clients to feel prepared to safely handle these situations."

Janine Smith, vice president of Hydra-Slide, said that 2017 was a big year for on-site training as the company performed training at facilities in the United States, Canada, Singapore and Qatar. While the scope of the training does not cover how to execute the job or comment on the client's rigging plan, when the client fully understands how the equipment functions and how it is intended to be setup and operated, they are much more confident and better prepared to safely and successfully complete their tasks.

"We encourage all of our customers to read and fully understand the operating manuals that come with the equipment, as well as ask any questions that they have about the intended applications, limitations or use of their Hydra-Slide systems," said Smith. "The goal is that everyone is confident and prepared to operate these systems, and we will provide whatever level of after-sales support is requested."



Lower Colorado River Authority's riggers are immersed in training on a Hydra-Slide XLP150 skidding system, moving a transformer in the yard.

A team effort

Hannah Sundermeyer

reports on a unique apprenticeship program in Kentucky.

Edwards Moving & Rigging has been a driving force in the creation of a three-year apprenticeship program for Kentucky high school students and military through the state's Labor Cabinet.

"Our industry is like many others," said Danny Cain, safety/risk manager, Edwards Moving & Rigging. "We have an aging workforce and to stay ahead of the curve, companies like Edwards need to have a strong succession plan to replace those that are retiring and leaving our workforce. In an ever-aging industry, one of the most important



Edwards' Danny Cain teaches fall protection to a new apprentice.

benefits of this program is employee recruitment and retention. A registered apprenticeship is an employer-driven

model that combines on-the-job learning with related classroom instruction that increases an apprentice's skill level and wages. Apprenticeship programs are often referred to as a 'earn and learn' type model as apprentices receive a paycheck from Day One of their participation."

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Leading the way

Kentucky has a proactive governor and Labor Cabinet secretary who are both 100 percent behind promoting careers in trade -oriented professions, such as specialized transportation and rigging, according to Cain. Kentucky is one of four states that are leading the way to promote career opportunities in various trades.

"There was a lengthy review of our training curriculum that had to meet both federal and state guidelines for apprenticeship programs," Cain said.

The apprentice is on a progressive pay scale and is rewarded for successfully completing their coursework and other requirements. The three levels for the three-year program are Basic Rigger, Intermediate Rigger and Advanced Rigger. There is also curriculum addressing specialized transportation and the apprentice is exposed to and learns about a host of specialized transportation topics.

"Statistics show that not all high school students have a desire to pursue a college



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*Excerpted from the 2018 American Cranes & Transport Sourcebook

degree,” said Cain. “For those that do, they end up after four or five years with incredible debt (\$50,000 plus with their first job on average only paying \$32,000) that takes years to overcome. For every \$1 that an employer spends in an apprenticeship program the ROI for that investment is approximately \$1.47. This apprenticeship is like going to college, in this case a trade school where they not only learn certain skill sets for a long-term career but are getting paid.”

Kentucky area high schools have KEES (KY Educational Excellence Scholarship) money available to students based on their GPA. In the past these earned dollars were only earmarked for attending college. Effective January 1, 2018, these monies can be applied to state approved apprenticeship programs. This allows Edwards to use certain KEES scholarship funds to bring in expert trainers in various rigging fields to conduct training for apprentices and Edwards employees.

Strong partnership

“Futuristically speaking, this program has the potential to be a pipeline into high schools for the purpose of promoting a career in our industry as well as to expand our program in numbers,” said Cain. “Having a strong partnership with both our state’s Labor Cabinet and the fact that we actively participate in our local high schools keep the Edwards name out in the community.”

Kentucky also has several military bases with thousands of veterans leaving the military each year and looking for long-term careers. These individuals bring to Edwards an incredible amount of skills learned in the military as well as the kind of personality traits that every employer is looking for, Cain said. Veterans are honest, dependable, reliable, team oriented, hard working and have faced a lot of unique challenges having served their country so gallantly. With an ever-growing and expanding industry, there are plenty of job opportunities available.

“Registered apprenticeship training is a vital part of the economic well-being of this state and our country,” said Cain. “The better trained our workers are, the better our businesses can compete in today’s global market. Apprenticeship training is a proven on-the-job training system that will produce better trained employees that are more efficient, motivated and productive.”



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Road warriors

Boom dolly manufacturers are producing safer and more agile products. **D. Ann Shiffler** reports.



Boom dollies are a critical tool for moving cranes from the yard to the job legally and safely.

“Crane boom carriers continue to be an important piece of equipment for crane operations,” said Tony Niese, president, Nelson Manufacturing. “The correct boom dolly can allow the user to get to and from the jobsite safely, legally and efficiently.”

With the costs of building and maintaining the nation’s highway infrastructure rising, bridge and weight laws are being enforced more strictly.

“A dolly is so important to the industry because it makes it possible to spread the weight over more axles allowing for street legal transport of many all terrain cranes up to 550 tons capacity without having to launch and transport the boom on a separate trailer,” said Crystal Dieleman, president, Transworld Manufacturing. “In many cases, the outrigger boxes, swing-away jib, block, ball and partial counterweight can either be left on the machine or stowed on the dolly.”

Today’s boom dollies are being designed with all the extras, including back-up cameras, upper rocker leveling springs, counterweight stowage provisions, rigging storage, spreader beam storage, outrigger pad storage and many other options to help reduce set up time.

“One of the newest options is an outrigger pad storage rack on the rear of the dolly that allows round outrigger pads to be rolled up into the storage rack via an integral ramp, and then when the ramp is rotated to the travel position the outrigger pads are automatically secured for travel,” said Niese. “This feature can save the operator time in both the set up and tear down of the crane.”

Rolling tower dolly

Efficiency is not something everyone thinks of when a boom dolly is discussed, Niese said.

“Nelson works directly with the crane manufacturer, crane dealer and crane user to ensure that we are equipping the dolly in a manner that will work most efficiently

Rolling tower dollies are gaining popularity because they increase crane operator productivity and efficiency by being much quicker to connect to the crane boom.

for the customer,” he said.

One of the Nelson crane boom dolly styles that is popular in Canada and that is gaining popularity in the United States is the rolling tower dolly.

“The rolling tower dolly increases crane operator efficiency by being much quicker to connect to the crane boom,” said Niese. “On a rolling tower dolly, there is a drawbar that connects to a pintle hitch on the rear of the crane. The boom is then connected to a rolling tower assembly on the dolly. This rolling tower will roll back and forth as the crane maneuvers over the road.”

The connection procedure is simpler and more efficient versus a standard dolly which pins to the boom only, Niese explained.

“The operator connects to the crane by backing into the dolly drawbar hitch,” he said. “In most cases the crane will have an automatically locking pintle hitch. The boom is then swung over the rear of the carrier and the rolling tower is positioned as needed with a hand crank on the side of the dolly to line up the connection points. The connection points vary per crane, depending upon the crane manufacturers approved dolly attachment.”

In many cases the crane and dolly are never separated on the jobsite with a rolling tower dolly, especially when doing taxi crane work, Niese said.

One of Nelson’s newest option is an outrigger pad storage rack for round outrigger pads. When the ramp is rotated to the travel position the outrigger pads are automatically secured for travel.





“The crane can tow the dolly behind the carrier with the boom swung to the front when on a jobsite,” said Niese. “The dolly can stay connected to the rear of the carrier while the crane completes its picks. This convenient feature greatly reduces the set up and tear down time of the crane. The rolling tower dollies can also be equipped to transport counterweights and other equipment as well.”

The primary purpose of the boom dolly is providing a means to legally and safely transport a crane over the road to get to and from jobsites.

“It is amazing to see how many times that a crane can weigh, for example 135,000 pounds, and the dolly needs to be 400 pounds lighter to meet the axle weight requirements of a particular state,” said Niese.

Nelson produces a lightweight dolly series that removes all non-essential weight from the dolly while maintaining a robust structural design, Niese said. These lightweight dollies include aluminum hubs and centrifuse brake drums. The frames have formed aluminum fender/side rails, aluminum rear bumpers and other weight-saving features. The lightweight dolly design is approximately 15 percent lighter than Nelson’s standard set up, Niese said.

Customer customized

HMR Supplies manufactures two, three and four-axle crane boom dollies for use in the United States, Canada and Australia.

“Our team works closely with crane manufacturers to ensure the completed dolly specifications are exact, providing the perfect fit for any crane model,” said Chris Holland, president, HMR Supplies. “HMR provides aluminum options for fenders, wheels, and hubs to create an eye-catching dolly and reduce weight.”

Drum, disc or antilock brakes are all

available for brake options, and HMR will equip the dolly with storage boxes, outrigger pad, ladder, cribbing and spreader bar storage at the customer’s request, Holland said. All HMR dolly models are available with single, split or tilting tower options. Three-axle dollies are available with an optional lift axle. In addition, either three or four axle dollies are available with caster axles.

HMR dollies are designed with an approximate overall length of 9 feet to 10 feet 5 inches and an approximate overall width of 8 feet 6 inches. The dollies have a typical axle spacing of 54 feet 5 inches and feature air ride suspension on all axles. They feature 25,000 pounds capacity per axle.

Brakes include automatic slack adjusters and type 30/30 chambers. There is a single fixed boom tower with pivoting boom interface, cradle retention springs and 12 24-volt led lights including stop, turn signal and tail signals. Tires are mounted on white steel disc wheels and lashing rings are included on the rear of the dolly. There are flag pockets on the rear bumper and 1/8-inch steel tread plate fenders.

Holland said HMR works with customers to assure the dolly is designed to their specific specs. Options include 1/8-inch aluminum tread plate fenders in lieu of steel, spring ride suspensions, aluminum wheels in any configuration, aluminum hubs, anti-lock brakes, disc brakes, air operated locking pins, LED strobe lights, oversized load signs, custom storage boxes, split tower, split tower with adjustable bolster for cradle, spreader bar rack, counterweight storage, cribbing storage, custom paint and many others.

Engineering extras

Dieleman with TransWorld stressed that boom dolly design varies in many different ways for many different reasons.

“The wheelbase alone can be anywhere from 5 feet to over 25 feet,” she said.

“The longer the wheelbase, the more an articulation point, steer axle, tow bar, or steering system is necessary. Bridge and weight laws specific to each state or province dictate what type(s) of dolly can be employed. In basic and oversimplified terms, that translates to in-line, articulating and tongue dollies.”

End users also influence what kind of dolly is required, and they often times they will select a longer wheelbase to mobilize with additional components, according to Dieleman.

“TransWorld offers designs that are friendly to virtually all regions and areas,” she said. “While our number one focus has always been, and will always be, safety, our team has been concentrating on building the lightest boom dolly on the market. In an industry obsessed with weight, sometimes even a few pounds can make or break a permit.”

Dieleman said her team has spent a considerable amount of resources developing a high-strength steel frame that cut the weight of the dolly while still maintaining the strength necessary to safely travel when coupled to the crane.

“In July we delivered a five-axle lightweight dolly to NessCampbell Crane + Rigging for the company’s new Liebherr LTM 1400-7.1,” she said. “The dolly had to weigh under 13,000 pounds to legal the crane in Washington and Oregon. We ended up hitting our target and as a result, they can now dolly their crane around the Pacific Northwest which was not possible before.”

As an added bonus, this combination is legal in the seven most western states.

“If you have a multi-million dollar investment, it’s nice to have those options,” Dieleman said.

TransWorld’s most popular models are

>32



HMR dolly models are available with single, split or tilting tower options. Three axle dollies are available with an optional lift axle, and three or four axle dollies are available with caster axles.



While TransWorld's number one focus has always been safety, its team has been concentrating on building the lightest boom dolly on the market.

the long wheelbase, articulating dollies.

"We are also receiving a lot of interest in our lightweight frame dollies and reverse steer system add-on option," said Dieleman.

Location-dependent design

Greenfield's family of boom dollies are driven by the different rules and regulations each region in North America demand, according to Gustavo A. Anzola, sales manager, crane and rigging solutions, Greenfield Products. The most common boom dollies Greenfield produces are the closed couple three-axle C3 and the wide-spread boom dollies three-axle W3 and the four-axle W4.

"The three-axle boom dolly C3 is a very common unit and can be utilized with all five and six-axle cranes," said Anzola. "Our closed couple three-axle dolly has a gross vehicle weight rating of 67,500 pounds with 54.5-inch or 60-inch axle spacing."

This model allows the use of a single tower design, common for Liebherr and Tadano cranes, or a split tower design, common for Grove, Terex and Link-Belt cranes, he said. It was designed for

The three-axle Greenfield C3 is a common unit and can be utilized with all five and six-axle cranes. Pictured is a Greenfield three-axle C3 installed on a Liebherr LTM1250 for transport.



TransWorld recently delivered a five-axle dolly to NessCampbell for its Liebherr LTM 1400-7.1. The dolly had to weigh under 13,000 pounds to legal the crane in Washington and Oregon.

versatility so that it can be adapted to all crane brands.

"In some cases, the chassis is equipped with a counterweight bracket option to allow the transportation of counterweight and maximize the transportation capabilities of the crane and boom dolly," said Anzola. "This model can be found in regions that allow tridems to carry between 20,000 pounds and 25,000 pounds per axle."

He said the most relevant features of Greenfield's C3 model are bolt-on towers that can be adapted to its chassis when the boom dolly is needed to be used with different crane models; front access that includes two aluminum step ladders located on both sides of the chassis for

easy access to the deck of the boom dolly; stainless steel, corrosion-resistant pins that are grease-free, making them virtually maintenance free; and oversized sign and flags that are DOT approved and come installed from the factory.

The wide-spread boom dolly models W3 and W4 are required in many states with tough axle load laws and are also required with a very long over-bridge – distance between the first axle of the crane to the last axle of the boom dolly, according to Anzola.

The chassis of these units are comprised of two frames, a front and a rear frame. These frames are connected via pins which make the force steering possible.

"This boom dolly is common in western states such as California, Oregon and Washington," said Anzola. "Due to the length of the chassis and axle spacing requirements, the tower design on these units pivot front to back thus allowing better travel when going over hills or uneven ground conditions. The towers are equipped with pneumatic cylinders to control or adjust the angle of the tower when it is disconnected from the boom. This feature saves time and makes the connecting/disconnecting procedure more efficient."

As crane rental companies find ways to carry more accessories, rigging and in some cases counterweight on the carrier of the crane, maintaining the gross weight of the boom dolly to a minimum is always a priority.

"Our wide-spread boom dollies are lightweight and typically designed with high-strength steel and tapered frames to minimize chassis tare weight," said Anzola. "We work closely with our supplier for lightweight options in areas such as the brakes components, axle beam, suspension and tires."



A Greenfield three-axle W3 boom dolly is installed on a Grove GMK6300L.



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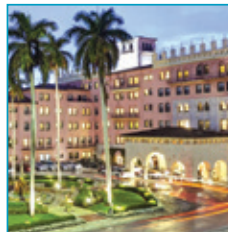
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Best of both worlds

The benefits of Ritchie Brothers' acquisition of IronPlanet will come to fruition in 2018 auctions.

Hannah Sundermeyer reports.

This time of year, the post-holiday blues are quickly replaced with auction season excitement. After Ritchie Brothers acquired IronPlanet in early 2017, it's safe to say the merged companies are ready to hit the ground running in the New Year. The numbers don't lie when it comes to the success of the purchase, making Ritchie Bros. an auction powerhouse after combining the best qualities of both companies.

"We sold more than 2,000 cranes in 2017 through our Ritchie Bros. and IronPlanet auctions," said Jeff Jeter, president of U.S. sales, Ritchie Bros. "This includes 950 plus rough terrain cranes, 280 plus hydraulic truck cranes, 220 plus crawler cranes and 190 plus all-terrain cranes, as well as carry deck cranes, tower cranes, and more."

Ritchie Bros. sold many big-ticket cranes in the last year, including a 2013 440-ton capacity Manitowoc 16000 crawler crane for \$2.25 million, a 2012 330-ton capacity

Liebherr LR1300SX crawler crane for \$1.35 million and a 2014 200-ton capacity Liebherr LTM1200-5.1 10x6x10 all-terrain crane for \$1.23 million.

A glut of used rough terrain cranes are on the market, and as a result, this class of cranes made up a large portion of the cranes sold at Ritchie Bros. auctions in 2017.

"In particular, we saw a large number of smaller (less than 50 tons) rough terrain cranes coming to market this year," he explained. "Pricing on rough terrain cranes has come up since the dip we saw in the spring and early summer of 2017."

A new model

Ritchie Brothers was traditionally a live, unreserved auction business model. IronPlanet had a similar model, but with everything in an online format, including an auction every week.

"We had a little bit different selling method to our customers, as some



customers like to manage their assets and dispositions on a weekly or more frequent basis," said Jeter. "Others love that live, unreserved model. They take the equipment to the live events and that's just different ways of selling for different types of customers."

Ritchie Bros. has merged its marketplace with IronPlanet's into a product they call "Marketplace E." This is a "Buy Now/Make Offer" marketplace versus an auction marketplace.

Jeter said Ritchie Bros. had to think about the combined organization having three core products, a live unreserved auction, an online weekly auction and a buy now/make offer marketplace.

"It's about really getting traction in a new way of operating in a new model with our customers," said Jeter. "I think the great thing about the combination of the two companies is that now we've got the best of both worlds."

Ritchie Bros. has also been seeing plenty of early wins where customers are venturing into the new marketplaces, as they may have been previously accustomed to only selling at Ritchie Brothers live or exclusively IronPlanet online, or vice versa.

Jeter also spoke to the value proposition of what IronPlanet called the "IronClad Assurance." This detailed inspection report provides assurance of the condition of the equipment when it is sold. Over time, IronClad Assurance has created trust in bidders and buyers to purchase the asset online without seeing that piece of equipment. Ritchie Bros. is looking to continue to utilize that and



This year's February auction will take place Monday, February 19-23, 2018 in Orlando, FL.



“It’s about really getting traction in a new way of operating in a new model with our customers. I think the great thing about the combination of the two companies is that now we’ve got the best of both worlds.”



JEFF JETER,
President, U.S. Sales,
Ritchie Bros.

In February 2017 Ritchie Bros. sold more than 100 cranes on one day during the auction, including more than 60 rough terrain cranes, 15 truck cranes and 10 crawler cranes.

about 2018 is really getting into a real groove of execution of being that trusted advisor to our customers and being very thoughtful about how to sell their surplus equipment.”

Ritchie Bros. will also be gearing up for its huge February auction that will feature massive numbers of a variety of equipment.

“We always have a great selection of cranes available at our massive February Orlando auction,” said Jeter. “Last February we sold more than 100 cranes on one day during the auction, including 60 plus rough terrain cranes, 15 hydraulic truck cranes, 10 plus crawler cranes and more. We expect to see a great selection of cranes at this year’s Orlando auction.”

The Ritchie Bros. Orlando, FL auction will take place Monday, February 19 through Friday, February 23, 2018. Crane and related equipment listings can be found at rbauction.com.

inspect equipment in similar ways for those online assets.

“Again, the beauty of the combination is we have all those solutions now and it’s just getting our sales organization comfortable selling that broader suite of solutions,” said Jeter. “So, I think

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Hoist, swing and

Two Wolffkran luffing jib tower cranes tackle a Manhattan West development in a tight, urban setting.

When you think of the Big Apple, the first things that come to mind are the electric lights of Times Square, the Statue of Liberty and the constant hustle and bustle of the city that never sleeps. Not to mention the elaborate skyline filled with skyscrapers and, more often than not, cranes.

Two Wolffkran tower cranes are now in the air in Manhattan where they are assisting in the addition of another building on the city's skyline. Manhattan West is among the latest up-and-coming neighborhoods in New York City, and a set of Wolffkran cranes are hard at work on a building that will eventually serve as one of the tallest in the city clocking in at 67 stories.

The building being erected is One

Manhattan West, which is part of the Manhattan West Project that will consist of four high-rise towers, a large technology center and two acres of an open space park. According to the project website, at more than 7 million square feet, Manhattan West will be a community made up of custom-designed office spaces, curated food, retail, pop-up experiences, abundant green space, homes and a boutique hotel.

Both Wolff units were contracted to the steel erector by Federated Crane to erect the exterior steel structure of the building. The steel will surround the building's concrete core.

Heavy lifters

Federated Crane provided a Wolff 355B, with a maximum lift rating of 61,730 pounds and equipped with 164 feet of luffing jib, on the south side of the building using an internal jacking system. On the north side of the building a Wolff 700B is situated, with a maximum lift rating of 110,230 pounds also equipped with 164 feet of luffing jib using an external jacking system.

The 355B on the south side is rising with the Wolff internal climbing system which minimizes the necessary amount of tower needed to scale a 1,000-foot building. The internal climbing system being used with the 355B will permit the crane to reach its final height of roughly 1,000 feet by using



At 67 stories, One Manhattan West will be among the tallest buildings in the city.



The 355B on the south side is rising with the Wolff internal climbing system which minimizes the necessary amount of tower needed to scale a 1,000-foot building. The Wolf 700B, is mounted on a foundation at ground level and will feed itself with the necessary number of tower sections.



only 120 feet of tower. The 700B, which is using the external climbing system, is mounted on a foundation at ground level and will feed itself with the necessary number of tower sections throughout the project to achieve its final height for the completion for the steel erection.

"The safety, reliability and quality of our machines, combined with functionality of our external and internal climbing systems, make these machines an excellent choice for the project," said a spokesperson for Federated Crane. "We also attributed the compact size of the machines with their minimal tail-swing, as well as the cranes being electric powered as factors which will hopefully prove beneficial to the project."

Bring the steel

On this type of building with a steel surround and a concrete core, the steel erector is handling steel beams, columns,

climb



The building being erected is part of the Manhattan West Project that will consist of four high-rise towers, a large technology center and a two-acre open

space park. (Rendering of Manhattan West courtesy of Miller Hare.)



The Wolff tower cranes bring up bundles of steel from the ground level to be landed on the working floor, and from there the erector will shake out the bundled steel and begin to put it into place.

site,” said the Federated Crane spokesperson. “So, the logistics of delivering all the steel by truck to the crane’s hook and placed up on the building make it critical that the cranes are performing as expected.

Active jobsite

According to the company, although Wolffkran luffing tower cranes are relatively new to the U.S. market, they are quickly recognized for their performance and reliability. They

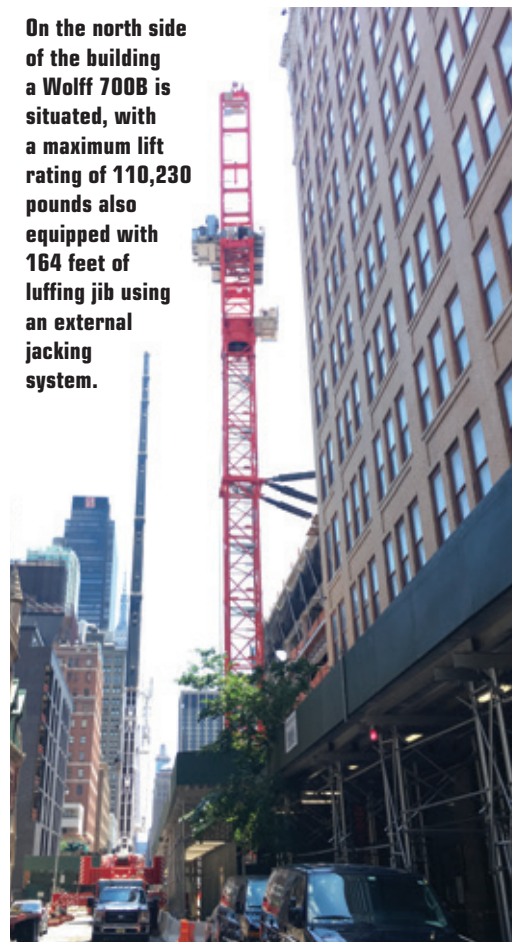
have begun popping up on a variety of metropolitan construction sites.

It is also important to note that New York City often proves to be a challenging city for construction as spaces are tight, streets are active 24-hours a day and the construction regulations are strict. However, according to Federated Crane, their involvement and knowledge of the

local logistical and bureaucratic issues of a large city such as NYC will be extremely beneficial to the success of the crane usage.

Both cranes are estimated to remain on location for a little over a year, as the development is set to be completed in the fourth quarter of 2019. Once completed, the 2-million square foot building will house Skadden Arps, Slate, Meagher and Flom LLP, McKool Smith and the new headquarters for the NHL.

On the north side of the building a Wolff 700B is situated, with a maximum lift rating of 110,230 pounds also equipped with 164 feet of luffing jib using an external jacking system.



decking and other miscellaneous materials needed for the completion of the steel erection process. Typically, on a tier building such as this, the cranes will bring up bundles of steel from the ground level to be landed on the working floor, and from there the erector will shake out the bundled steel and begin to erect each piece as called for. The company said that although this may sound like an over-simplification of the process, it is repeated over and over until the building is complete. This repetition of hoisting, swinging and climbing to keep a job of this magnitude on schedule is certainly a grueling process. The company said the reliability and performance of the Wolff cranes are proving to be an excellent combination toward the success of the complex, intricate project.

“As in any big city, the problem of congestion leaves no room for a lay down area to store the building materials on

Righting 'My Lady'

Lifting and moving a 1990 Hatteras damaged during Hurricane Irma required expert rigging. **Mary Kanian** reports for *ACT*.

In August of 2017, after the Category 5 Hurricane Irma ravaged Puerto Rico and battered the Florida Keys, weathercasters were focused on which path northward the storm would blow – to the left, right or up the center of Florida. Whichever path she chose, there would be destruction and people scrambling to get out of the way. Among the hapless victims of Hurricane Irma were docks and hundreds of boats of all sizes, which sank or broke their moorings as Irma ran her course up through the middle of Florida, creating havoc on both the east and west coasts of the state and causing widespread damage.

Preliminary estimates had placed the amount of damage that Hurricane Irma would cause at a minimum of \$60 billion. While Hurricane Irma did go on to affect multiple states in the South besides Florida, except for the Florida Keys, the property damage was not as bad as initially estimated.

Caught up in Hurricane Irma's winds and storm surge was a 92-foot Hatteras yacht named *My Lady*. Due to insurance



Built in 1998, *My Lady* was the first of the Elite Series of Hatteras motor yachts.

restrictions the boat could not be moved to safe harbor.

Built in 1998, *My Lady* was the first of the Elite Series of motor yachts offered by Hatteras. This was one of the first cockpit motor yachts built by Hatteras and offered the ultimate cruising vessel. She was 92 feet in length with a beam of 22.5 feet. Her dry weight was 122 tons with a gross tonnage of 148. She held 4,900 gallons of fuel and 1,200 gallons of water. Powered by twin diesel engines, the vessel had a \$2.5 million price tag in 1998. She was a force to be reckoned with until Hurricane Irma had her way with her.

Hull breached

She was found listing badly in her mooring located behind the owner's house, with her bow facing east. The force of the storm had pulled out both the bow and stern pilings and thrust the boat into the south dock. After the storm passed, the owner called in a salvage company that placed pumps onboard to try to right the listing vessel. It was determined that the hull had been breached as the boat

rolled onto the concrete dock. Wider measures would have to be taken as the breach was too great for the pumps to overcome and clear out the water sufficient to re-float the boat. It would require an almost simultaneous lift and repair to seal the opening. This could not be accomplished with a land-based crane as there was not enough room to get to the dock from the front of the house. It would have to be done with a crane barge guided by highly skilled and experienced operators.

Beyel Bros. sent Captain Mike, the tug Brittany Beyel and its crew of four with the crane barge, also employing a crew of four, from its Ft. Pierce Deep Water Terminal down to Lighthouse Point, a 100-mile trip south on the Intercoastal Waterway.



PHOTOS BY JULIAN LEEK
AND DAWN TAYLER

Enter Beyel Bros. Crane and Rigging, a go-to company when there is a lift that has to be done with precision and without guess work. On receiving the call, Beyel Bros. sent Captain Mike and the tug *Brittany Beyel* and its crew of four with the crane barge, also employing a crew of four, from its Ft. Pierce Deep Water Terminal down to Lighthouse Point, a 100-mile trip south on the Intercoastal Waterway (ICW).

Maneuvering the 180-by-50-foot crane barge on the journey from Ft. Pierce to Pompano Beach was tricky enough but added to the excitement was a 90 degree turn from the waterway to pass through the Hillsboro Beach Draw Bridge. There were only inches of clearance between the barge and bridge fenders.

Spreader bar ingenuity

Arriving at the salvage site, the barge, with its Link-Belt 348 lattice boom crawler crane secured to it, was maneuvered into place with the bow facing south and the rest of the barge partially blocking the surrounding waterway. The survey of the Hatteras after Hurricane Irma found her listing to the south and resting on the concrete dock. But upon arrival of the tug and barge, she was at 90 degrees to the waterline and resting on the sandy bottom.

Divers from TowBoatsUS, a salvage contractor, placed a lifting sling aft of the bow. This was done by passing the sling

There were some tense moments when a second stoppage was required as the aft onboard derrick crane was caught under the dock.



Divers from TowBoatsUS, a salvage contractor, placed a lifting sling aft of the bow. Beyel's crane operator moved a lifting spreader beam with straps over to the divers who hooked it up to the under boat strap.

system in place, the area was cleared of personnel and the lifting operation began.

The plan was to roll the boat using the two crane hooks, one holding and one lifting. The operation had to pause for a short time for the barge to re-ballast with water. There were some tense moments when a second stoppage was required as the aft onboard derrick crane was caught under the dock. Divers went down and cut all the hydraulic and electrical lines in an attempt to lower it, but due to a mechanical safety interlock this was not possible.

It was decided to move the boat away from the dock, as the crane already had the boat suspended above the bottom. This was accomplished by attaching a tow line to the stern of the boat, then passing it around a tie-off on the barge and then onto one of the tow boats. Moving slowly, it was inched away from under the dock.

The crane then rotated the vessel to the upright position and divers went down again and screwed plywood over the open holes that formed the breach in the hull. Several gas-powered water pumps were placed on the deck to pump out the water until it was safe to disconnect the rigging from the crane.

After several hours of pumping and additional prep work, the damaged vessel was towed down to a boat yard in Ft. Lauderdale where its ultimate fate was to be determined by an insurance carrier. ■

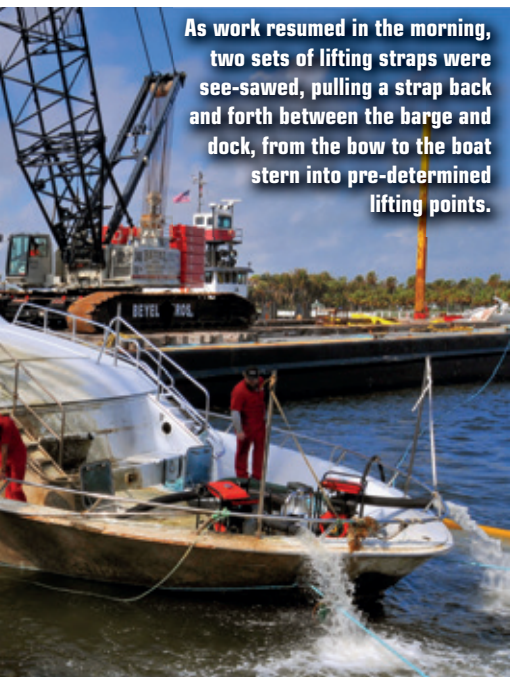
under the underwater starboard side of the boat though the sand. Beyel's crane operator moved a lifting spreader beam with straps over to the divers who hooked it up to the under boat strap. At this point the bow section was lifted very slowly to the point of maximum crane lift. What was needed was to get the boat up out of the sand sufficiently so that the main lifting straps could be placed toward the stern.

As lifting operations paused for the night, the Sheriff's Marine Units found it necessary to run "boat control" as the operation had become an event when a local TV station reported it on its nightly news, complete with helicopter coverage.

As work resumed in the morning, two sets of lifting straps were see-sawed, pulling a strap back and forth between the barge and dock, from the bow to the boat stern into pre-determined lifting points as specified by TowBoatUS divers and operators. Simultaneously, Beyel's riggers were assembling multiple sets of spreader beams and lifting straps, which were hooked up to both crane hooks as divers attached them to the underwater boat straps.

With the lifting straps and spreader bar

As work resumed in the morning, two sets of lifting straps were see-sawed, pulling a strap back and forth between the barge and dock, from the bow to the boat stern into pre-determined lifting points.



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Unwavering mission

SC&RA is building on a 70-year legacy of success.

For 70 years, SC&RA has supported the lifting and moving industry as it has gone about the unenviable task of reshaping the planet so that humans can live more efficient, more sustainable, more fulfilling lives.

The companies that would eventually make up SC&RA were represented by just 75 people at the first Heavy-Specialized Conference of the ATA (American Trucking Associations) on December 6, 1948, at the Mayflower Hotel in Washington, D.C. From that meeting, the Association would soon be born – comprising over 1,300 member companies in 46 nations around the globe today.

Seven decades since post-World-War-II laws and regulations started to affect specialized transportation, the descendants of those first meeting-goers, some of whom still embody family/company names, continue to carry the torch and endeavor daily not just to move and build the world, but to advocate for the industry and their fellow SC&RA members in operating safely, legally and profitably around the world.

Era-defining change

Over the years – through era-defining political, cultural, social and industrial change – SC&RA's mission hasn't wavered. The duty then is the duty now: to help members run more efficient and safer businesses by monitoring and affecting pending legislation and regulatory policies at the state and national levels; to research

and report on safety concerns and best business practices; and to provide yearly forums where these and other relevant member issues can be properly addressed and advanced.

It goes without saying that the Association is only as successful, only as functional, as the people it encompasses. It's been that way for 70 years, and it will continue along that path for many years to come. To all of the hard-working men and women who've made SC&RA what it is today, we say Thank You.

Looking back, we thank the hundreds of member companies, and the thousands of people they employed, for choosing to support the Association, their fellow members and the industry at large – while at the same time building, moving, lifting and shaping the world around them – ultimately advancing the human experience.

Looking around, we thank every single member company and individual who has made it a priority to be a part of today's SC&RA. We are who we are, and we're able to do what we do, because of you. You carry on your shoulders what so many of those original founders carried on theirs – many of them likely hoping in those early years that their efforts, and thus the integrity of the industry, would continue on through the men and women who proceeded them.

Looking ahead, we know (from looking behind) that specialized transportation, machinery moving and erecting, industrial maintenance, millwrighting, manufacturing and crane and rigging

operations will always be complex, always represent challenges. But we also know that, because of the people who make these sectors go, there will always be innovation, experience, expertise, work ethic and vision to keep the industry moving ever forward. And for that, we thank you in advance.

Embracing change

We can't say for sure what the next 70 years will bring, but we do know that the industry is changing. Automation, ELDs, virtual technology, drones, smart infrastructure, the Internet of Things, electric vehicles, renewable energy, RFIDs – just some of the instrumentation we see emerging within the industry at the present time.

We still need to solve the worker shortage, and continually address an ever-increasing global population, and how construction and transport fits into, around and within that reality.

But something tells me we will meet these challenges with all the foresight and experience it takes to properly see them through – for one simple reason: we have the right people in place. In fact, we always did.

CHIEF EXECUTIVE OFFICER



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An impressive

SC&RA looks back on 70 years of transformative progress.

In the aftermath of World War II, industries across the United States benefitted from a national identity born from rolling up sleeves and getting the job done.

It was within this setting that movers and lifters of all shapes, sizes and capabilities began to take the country into a new era. The Specialized Carriers and Rigging Association was formed in 1947 as a segment of the Local Cartage National Conference (LCNC) of the American Trucking Associations (ATA). And in 1948, as laws and regulations specifically affecting the transport of specialized loads started to change, the Heavy Haulers, Machinery Movers and Erectors Section of the LCNC – the harbinger of today's SC&RA – came into existence.

The new Heavy-Specialized Conference of the ATA held its first official meeting on December 6, 1948, with 75 people in attendance. The Conference continued to grow – attaining membership of 300 companies by 1968. In 1981, the name “Specialized Carriers & Rigging Association” was officially adopted. By 1995, SC&RA boasted more than 800 members.

Celebrating its 70th anniversary this year, SC&RA has only improved upon its mission: to advocate, educate and provide networking opportunities to support the moving and lifting industries in operating safely, legally and profitably around the world.

A productive look back

The 1950s saw impressive growth around the nation combined with frustrating taxes levied against all carriers. With automobile traffic and expansion on the rise, infrastructure was needed to accommodate more people, more jobs,

more parking and, well, more industry.

In 1956, Congress passed the Federal-Aid Highway Act – effectively launching the “long-haul” carrier business. On the lifting side, a 132-ton crane was developed late in the decade, as well as the debut of the first hydraulic crane in 1959.

1960

In the 1960s, specialized transportation progressed alongside the need to haul both cutting-edge and ominous new hardware – built in response to the U.S./Soviet space race, as well as the ever-present Cold War.

The construction industry also required larger and heavier spans of steel and concrete. By 1963, 100-ton cranes were no longer unheard of on jobsites, and hydraulic cranes had begun to make a move in the marketplace.

On the leadership front, Allan Shirley was named manager of the Heavy-Specialized Carriers Conference, replacing Frank Floyd.

1970

The 1970s saw the U.S. gripped by economic, political and energy discord. The ripple effect of the energy crisis, especially, had a negative impact on the construction and transport sectors. However, the Heavy-Specialized Carriers Conference continued to grow.

Despite its setbacks, the seventies also celebrated the completion of the World Trade Center in New York City and the Sears Tower in Chicago. And in 1979, Gene Brymer took the helm as Executive Vice President of what would become the Specialized Carriers & Rigging Association just two years later, and lead the organization for 22 years.

1980

The 1980s marked a period when



Association members faced perhaps their stiffest challenges, but also a span when SC&RA realized its full promise.

As a result of the Motor Carrier Act of 1980, a groundswell of unity emerged within the Conference, resulting in the aforementioned name change in 1981. Modern goals were set, including the development of the SC&R Foundation in 1983. Additionally, 1984 served as a year in which SC&RA developed multiple programs designed to help members cultivate and maintain successful businesses.

1990

In 1990, SC&RA launched the Crane Operator Certification Project – to establish an operator classification system and review existing credential programs. Safety also became a critical issue in the nineties, with the establishment of the National Commission for the Certification of Crane Operators (NCCCO) in 1995.



milestone



SC&RA membership topped 700 in 1993 – the same year the Association moved its headquarters to Fairfax, VA. The 1993 annual report indicated that nearly 55 percent of the membership had joined within the last five years. By 1996, membership had eclipsed 800.

2000

While the early 2000s was marked by 9/11, the transportation industry was still trying to dig out from a litany of industry challenges spilling over from the previous decade. As a result, SC&RA's Transportation Group joined forces with other industry groups to make sure their voices were heard in the offices of regulators, commissions and politicians.

In 2001, Joel Dandrea was named Executive Vice President of SC&RA – overseeing a prolific phase of growth and expansion within construction and transport alike. Dandrea continues to move the interests of SC&RA members strategically forward while also contributing to the steady advancement of the industry – and along the way, has earned the title of Chief Executive Officer.

"SC&RA's commitment to its mission, as well as its members, has had a productive impact on its ability to evolve and address the challenges within the new millennium," he noted. "And it simply wouldn't be possible without the contributions of the board, the groups and group chairs, the committees, and various

member volunteers and Association staff who've all helped to push progress and advance a seventy-year legacy."

SC&RA saw enhancements in digital technology define the first ten years of the 2000s. Under Dandrea, improving communication tools has become a primary focus. Nothing represented the Association's commitment to that purpose more than the establishment of *American Cranes & Transport* (ACT) in 2005.

Additionally, membership numbers rose to more than 1,200 across 46 nations in 2006, and the SC&R Foundation tipped the \$175,000 mark in scholarships awarded since its inception.

SC&RA also proudly celebrated "60 Years of Progress" in 2008, with membership surpassing the 1,300 mark.

2010

Advocacy was a consistent theme in 2011 – marked by SC&RA's expanded role in representing members before other federal agencies. Additionally, a major milestone for the year was SC&RA's celebration of 15 years with NBIS (NationsBuilders Insurance Services, Inc.).

In 2013, SC&RA continued its active role within ICSA (International Crane Stakeholders Assembly), and participated in Bauma (Munich), the International Tower Cranes Conference (Berlin) and the World Crane and Transport Summit (Amsterdam).

In 2015, SC&RA celebrated a huge advocacy victory with the passing of the 2015 Appropriations Bill by Congress. Also that year, SC&RA, KHL Group and the NCCCO hosted the first of many subsequent career promotion events, titled Lift & Move USA – a first-of-its-kind endeavor designed to promote careers in the U.S. crane, rigging and specialized transport industries, and to help employers find the next generation of workers.

In 2016, SC&RA enjoyed a proliferation of permit technology, as well as the signing of the Operating Engineers Agreement with the International Union of Operating Engineers.

And despite the complexities of the times – regulatory challenges, natural disasters, worker shortages, automation – the



Association and its members continued to adapt and evolve in 2017 in an effort to advance the modern world safely, efficiently and profitably.

In 2017, the Association completed four key initiatives with the Federal Highway Administration (FHWA). SC&RA also served as *amicus curiae* in support of Sims Crane's appeal vs. MSHA (Mine Safety and Health Administration), supporting the industry's position that a spreader bar is not "part of the load." And true to its mission, the Association continued to educate its members on the ELD (electronic logging device) compliance date through December.

Looking ahead

Celebrating 70 years in 2018, SC&RA continues to represent a growing membership of more than 1,350 in 46 nations.

The SC&R Foundation continues to fund industry-specific research projects and is known for its grant and scholarship program, which awards \$45,000–\$60,000 annually. In the years and decades ahead, SC&RA will add to its rich history by continuing to endeavor on behalf of its valued members as they go about the transformative business of lifting and moving the world.





A disastrous year

Bill Smith discusses why risk management matters in 2018 more than ever.

Harvey. Irma. Maria. The California wildfires. 2017 was a year where natural disasters affected Americans on an enormous scale. People lost homes and businesses and personal property, and in the worst cases, lives. There's simply no denying that 2017 was a tough year for a lot of people.

From an insurance standpoint, 2017 was the year of the "mega loss," the effects of which we can't accurately quantify yet. According to a report called *Marketplace Realities 2018*, from Willis Towers Watson (WTW), a leading global advisory, broking and solutions company, total loss estimates from these events range widely, from around \$50 billion to \$200 billion. That said, most experts, according to WTW, think the total will fall somewhere around \$100 billion.

Obviously, that's a huge number, and it will definitely affect insurance rates in 2018. The big question is: How significantly will they be affected? According to WTW, "The long soft market for commercial property insurance could be over, at least temporarily." It's important to remember, though, that insurance market forecasting is a lot like weather forecasting: until it arrives, we can't know its true impact. Experts, really, are just guessing.

What can you do?

NBIS's Executive Vice President of Underwriting Jim Jinzhong cautions the real details of the market's status will come after January 1, 2018, when each of the insurance carriers have completed their treaties. "Right now," he said, "most markets are positioning for change without knowing all the details of that change. It's just too soon to know."

Most underwriters agree that the devastating and catastrophic events of 2017 will impact both personal and



Wildfires in California and Hurricanes Harvey, Irma and Maria wreaked havoc in 2017,

commercial insurance rates.

"Despite the damage," WTW reported, "the marketplace has been very stable so far. We do, however, expect a change in the marketplace after insurers have a chance to estimate their ultimate losses."

Obviously, that's going to take some time. So rather than sitting around and waiting to see what happens, here are two specific things you can think about to put yourself in the best possible position when it comes time to obtain your next insurance quote.

1 Operations that can demonstrate active safety and risk-management protocols are better positioned to mitigate potential impacts of a hardening insurance marketplace.

We all know that safety and risk management is important, but in times where the market is getting ready to shift, like right now, it becomes even more important. Programs like NBIS's Online Safety and Health Training and Online Driver Training become tools that don't just make drivers and employees safer and more educated, which is always the overarching goal, but they can also help offset pricing. Safer risks are better risk. It's just that simple. Which brings me to my second point:

2 Operations with knowledgeable insurance agents oftentimes get favorable terms.

The insurance agent who prepares your renewal submission and documents your risk-management efforts is serving you in the best possible way. Why? Because a standard submission sent to carriers for pricing will receive standard rates per current market conditions. A tailored submission, however, ripe with details of your risk-prevention efforts, will be considered differently by insurers. Also, good agents develop high levels of credibility with market partners, and because of those relationships, underwriters often feel comfortable that they are getting accurate, complete and current information they can then use to build a competitive quote. Safety, risk management, knowledge, relationships, understanding – it all factors into what the underwriter puts into her quote. And it all matters.

Better risk management

Risk management efforts – or maybe I should say becoming a better risk – are more important than ever as we move into 2018, since it's one of the only pricing factors policyholders can truly control. Essentially, risk management efforts



THE AUTHOR

Bill Smith is executive vice president of claims and risk management for NBIS.



Contact NBIS for more information on how to become a better risk, leverage our expertise and stay out in front of regulatory changes and trends that affect your bottom line. Call the team of experts at NBIS at 1.877.860.RMSS or ask your agent to request a quote for your annual renewal.

come from three main sources: inside your company by way of your safety department; from your agent; and from your insurance carrier.

The people inside your company's safety department play a pivotal role because they're on the front lines; they're the folks looking at and analyzing each near miss for ways to use what they've learned to improve. They look at risk directly, every day, and find practical, innovative, realistic ways to avoid it.

Your agent, like your safety department, can provide tools your company can use to become safer. Perhaps they can help you stage a mock DOT audit or even point you to safety plan development resources. Your agent is there to help you in any way they can, so it's good practice to ask often what they can do to help you become a better risk and enjoy more favorable pricing.

Finally, your insurance company should also be doing all they can to help you manage your risk. At NBIS, we employ a number of experts who are involved in influencing OSHA standards through work on ANSI committees like B30.5. We not only train our claims staff in the details and specifics of OSHA and ANSI, but we also train our defense attorneys – and then we share all that risk management knowledge with our policyholders. In fact, NBIS insureds are leveraging many of the risk solutions we offer and are ahead of the game, since the underwriting, risk management and claims teams communicate regularly with agents and insureds regarding the specific details of their account position.

Value assessment

In the long run, being a better risk helps everyone. 2018 is the right time to ask a

Five questions

When choosing an insurance agent/broker, here are five simple questions you should ask:

- 1 How long have they been servicing your particular industry?
- 2 Do you know anyone they've worked with in your industry and can your colleagues provide additional insight?
- 3 Can your agent guarantee you aren't susceptible to coverage gaps?
- 4 What types of risk-management assistance do they offer?
- 5 How well do they know your particular business?

lot of hard questions about who's got your back from a risk-management standpoint. Ask yourself who's truly helping you out and if you're getting all the risk management value you can get. After all, especially in light of an uncertain market forecast, there's real money on the line. ■

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Name: _____

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Zip code/Post code: _____

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5 Do you purchase or influence the purchase of construction equipment or services?

YES ☐ NO ☐

6 What is the annual turnover of your company (US\$ millions):

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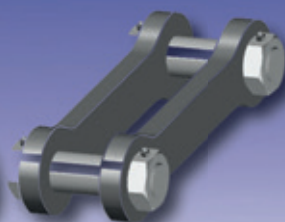
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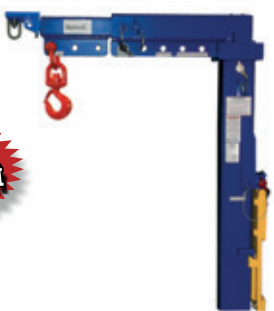


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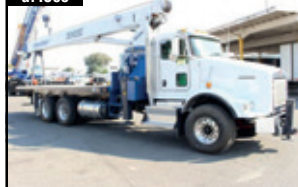
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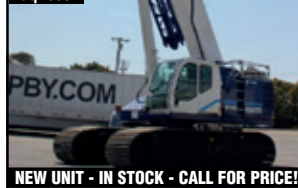
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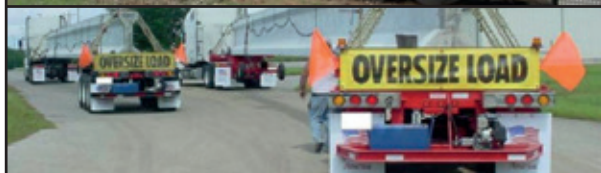
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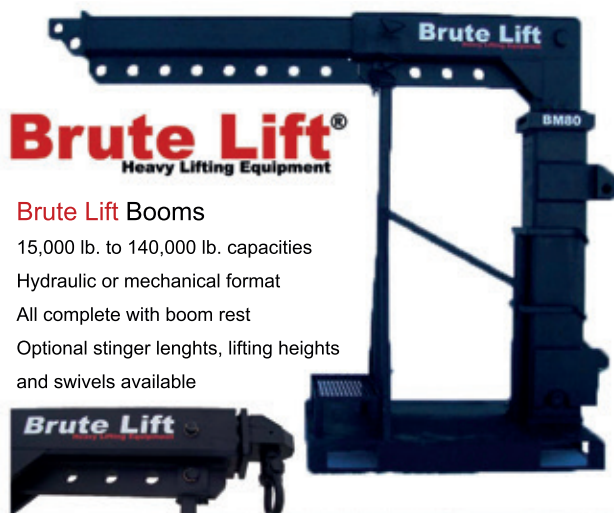
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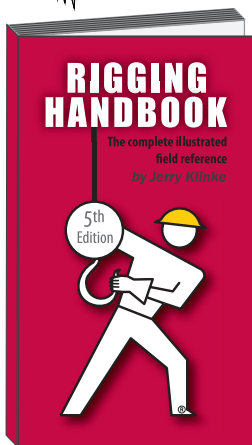
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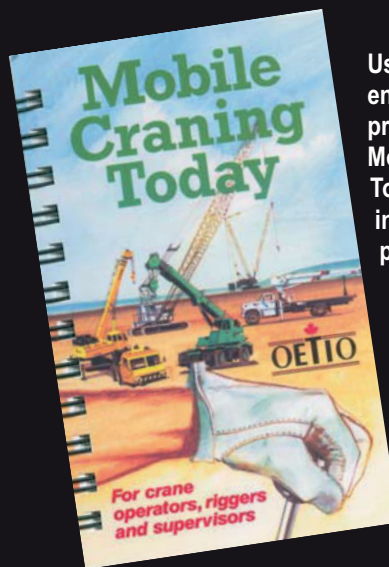


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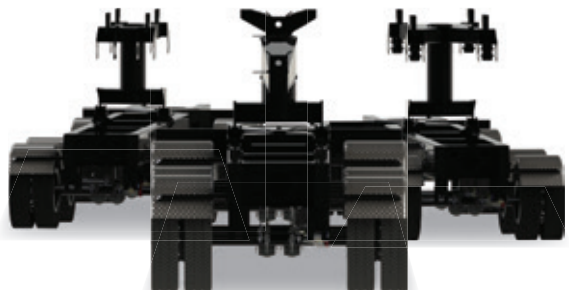
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Cox jumps to Terex Cranes

Terex Cranes has appointed Bill Cox as the new sales director for Terex Cranes North America. He will work with Terex Cranes' senior management to set and drive equipment sales strategy throughout the United States and Canada, lead the Terex Cranes internal and field sales teams and interact with Terex Cranes' distributors and customers, the company said. He replaced Mark Phillippi, who retired at the end of 2017.

"We welcome Bill to Terex to lead the North American Cranes sales team," said Dean Barley, vice president and general manager, Terex Cranes Americas. "His passion for field sales support, distributor development, technical training and equipment applications assistance will help us to advance support of our customers' success in the field. "He brings to Terex nearly



Bill Cox, sales director, Terex Cranes North America

25 years of construction equipment sales experience, which helps to strengthen our commitment to customers."

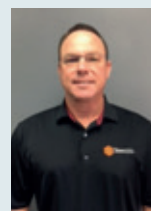
Cox began his construction sales management career in 1993 as district sales manager for Stone Construction Equipment, working with customers and distributors throughout a five-state territory. In the early 2000s he worked for Terex briefly in the Genie and Terex Light Construction divisions. Most recently, Cox served as a crane equipment sales and distributor development representative for Tadano Mantis.



■ Nelson Trucking Company has appointed **Tony Scalici** as its rigging operations manager.

With 28 years of industry experience under his belt, Scalici worked through the ranks as a rigger, journeyman, foreman and manager, according to Nelson Trucking.

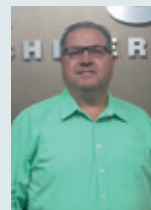
■ Sims Crane & Equipment has appointed **Craig Corbett** as sales representative in Orlando.



A 20-year veteran of the crane industry, Corbett will execute sales, consult with clients and provide ongoing support.

■ **John Krane** is the new director of crane operations at Duffy Crane & Hauling in Henderson, CO. He now heads a team of crane operators, lift planners, estimators and operations staff serving the Rocky Mountain Region.

■ Kirby-Smith Machinery, Inc. has hired **David Mehrtens** as director of remarketing and used equipment.



Mehrtens will be growing Kirby-Smith's nation-wide used equipment business.

■ **Larry Hampton**, El Paso branch manager for Crane Service Inc. retired at the end of 2017. However, he will continue his relationship with Crane Service as a technical project consultant. The new branch manager is **Joe Estrada**.

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Boca Raton, FL
www.scranet.org

April 22-25, 2018
AWRF Spring Conference
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www.awrf.org
April 23-28, 2018

Bennett to lead Lift & Move USA

Tracy Bennett is the new director of the Lift & Move USA careers program. She will replace Brett Melvin, who had led the program since its inception and is now looking to develop similar initiatives in other industries. Bennett has been involved in the crane industry for more than 20 years, initially as a journalist and more recently in business-to-business marketing through her company Mighty Mo Media Partners.

Lift & Move USA is run by KHL Group, SC&RA, NCCCO and SC&R Foundation to promote careers in the crane, rigging and specialized transport sector. The program organizes half-day careers events for high school and college students and veterans, hosted by SC&RA members.

"Helping students expand their horizons by introducing them to the concept that rewarding, profitable careers exist outside of the college path is a first step in remedying the qualified labor



Tracy Bennett, director, Lift & Move USA

shortage our industry faces," said Bennett.

"The opportunity to lead Lift & Move USA represents the culmination of both personal and professional endeavors for me, and I'm thrilled to be working with generous, dedicated crane, rigging and transportation industry partners to make that happen."

Melvin has created a new organization called Bridging America's Gap.

"For that reason, it seems a good time for me to hand over to a new director and focus on my personal desire to develop similar programs in other industries that are facing the same skills gap," he said. "I am proud to have helped develop Lift & Move USA and wish it every success in the future. I also wish Tracy Bennett the best of luck in her new role."

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